

## ATTACHMENT A

## RECEIVED 0CT 1 6 2002 GROUP 3600

## New Claims

A method for providing personalized financial services to a client, the method comprising the steps of:

- (a) receiving client data from the client comprising at least one client goal and a client portfolio;
  - (b) assessing the dient portfolio based at least in part on the client goal;
- (c) assigning a plurality of services to a plurality of service provider groups, further comprising the steps of:
  - (i) determining whether each service is needed by the client on a frequent basis;
- (ii) determining whether a level of value to the client is above a predetermined level; and
- (iii) categorizing the plurality of services into a core service provider group, an affiliated service provider group and a non-affiliated service provider group, wherein the step of categorizing is based at least in part on the steps of determining;

and

- (d) providing services in a hierarchical manner from the core service provider group, the affiliated service provider group and the non-affiliated service provider group in response to the received client data.
- 59. The method of claim 58, wherein the core service provider group represents services needed by the client on a frequent basis or having a level of value above the predetermined level indicating a primary level of service.
  - 60. The method of claim 59, wherein the non-affiliated service provider group

represents services needed by the client on an infrequent basis or having a level of value below the predetermined level indicating a secondary level of service.

- 61. The method of claim 60, wherein the affiliated service provider group represents services that do not fall within the core service provider group and the non-affiliated service provider group indicating an intermediary level of service.
- 62. The method of claim 58, wherein the core service provider group represents services most common to the client or providing most value to the client.
- 63. The method of claim 58, wherein the nonaffiliated service provider group represents services least common to the client or providing a small value to the client.
- 64. The method of claim 58, wherein services from the core service provider group are presented to the client at a predetermined time; wherein services from the affiliated service provider group and services from the non-affiliated service provider group are presented after the services from the core service provider group are first presented.
- 65. The method of claim 58, wherein the services comprise a plurality of asset allocation services; investment management services; investment banking services; banking services; custody services; reporting services; tax advice services; filing of federal, state and local tax statement services; estate planning services; legal services; accounting services; bookkeeping services; record keeping services; financial investment services; managing financial assets services; management and other services related to closely held stock services; international trusts services; real estate service; public relations services; crisis management services; selection and delivery of insurance services; physical security services; personal security services; information security services; lease, purchase or fractional ownership of automobiles, planes, vehicles or yachts services; personal concierge services; bill paying

services; coordination and direction of charitable activities services; background checks on personal staff or other parties services; offering of investment opportunities not available to nonclients services; development and execution of debt reduction strategies services; development and maintenance of education funds services; advice and care of minors, invalids, elderly, incompetents or other persons services; business succession planning services; issuance of loans, traveler's checks, foreign currency, credit or other banking services.

A system for providing personalized financial services to a client, the system comprising:

a depository for receiving client data from the client comprising at least one client goal and a client portfolio;

a server for assessing the client portfolio based at least in part on the client goal and assigning a plurality of services to a plurality of service provider groups, wherein whether each service is needed by the client on a frequent basis is determined or whether a level of value to the client is above a predetermined level is determined; wherein the plurality of services are categorized into a core service provider group, an affiliated service provider group and a nonaffiliated service provider group based at least in part on the steps of determining; and

a display for providing services in a hierarchical manner from the core service provider group, the affiliated service provider group and the non-affiliated service provider group in response to the received client data.

67. The system of claim 66, wherein the core service provider group represents services needed by the client on a frequent basis or having a level of value above the predetermined level indicating a primary level of service.

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68. The system of claim 67, wherein the non-affiliated service provider group

represents services needed by the client on an infrequent basis or having a level of value below the predetermined level indicating a secondary level of service.

- 69. The system of claim 68, wherein the affiliated service provider group represents services that do not fall within the core service provider group and the non-affiliated service provider group indicating an intermediary level of service.
- 70. The system of claim 66, wherein the core service provider group represents services most common to the client or providing most value to the client.
- 71. The system of claim 66, wherein the nonaffiliated service provider group represents services least common to the client or providing a small value to the client.
- 72. The system of claim 66, wherein services from the core service provider group are presented to the client at a predetermined time; wherein services from the affiliated service provider group and services from the non-affiliated service provider group are presented after the services from the core service provider group are first presented.
- 73. The system of claim 66, wherein the services comprise a plurality of asset allocation services; investment management services; investment banking services; banking services; custody services; reporting services; tax advice services; filing of federal, state and local tax statement services; estate planning services; legal services; accounting services; bookkeeping services; record keeping services; financial investment services; managing financial assets services; management and other services related to closely held stock services; international trusts services; real estate service; public relations services; crisis management services; selection and delivery of insurance services; physical security services; personal security services; information security services; lease, purchase or fractional ownership of automobiles, planes, vehicles or yachts services; personal concierge services; bill paying

services; coordination and direction of charitable activities services; background checks on personal staff or other parties services; offering of investment opportunities not available to non-clients services; development and execution of debt reduction strategies services; development and maintenance of education funds services; advice and care of minors, invalids, elderly, incompetents or other persons services; business succession planning services; issuance of loans, traveler's checks, foreign currency, credit or other banking services.

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- 74. The system of claim 66, further comprising one or more of a tool for mining data and a synthetic logic tool for assessing the client portfolio.
- 75. The system of claim 74, wherein the synthetic logic tool converts data into useful information related to the at least one client goal.